













1. The first step is to identify the problem. In this case, the problem is that the company is not meeting its sales targets. The second step is to analyze the data. The third step is to develop a plan. The fourth step is to implement the plan. The fifth step is to evaluate the results.

**MEDICAL.**  
**TO THE MILLION!**  
**READ AND JUDGE FOR YOURSELF.**  
**PROFESSOR WOODS' Hair Restorative** doubt the most wonderful discovery of the program, for it will restore, permanently, to the original color, cover the head of the bald with luxuriant growth, remove at once all dandruff and it cures all scurfitis and other cutaneous eruptions, and, and here, it will cure as if by magic, every periodical headache and the hair soft, glossy, and put preserve the color perfectly.

to extreme old age. We could give the truth of this  
than one hundred thousand to the truth of every man  
have written. See circular and the following:

CARLETT, Ill., June 29, 1891.

I have used Prof. Wood's Hair Restorative, and  
admitted its wonderful effect. My hair was becoming  
I thought prematurely grey; but by the use of his Re-  
restorative it has resumed its original color, and I have not  
permanently so.

SIDNEY BREWER,  
Ex-Senator United States.

VINCENNES, Ind., June 18, 1891.

Prof. O. J. Wood: Dear Sir—As you are about to  
feature extensively and vend your recently dis-  
covered Restorative, I will state for whomsoever it may  
then that I have used it, and it has restored my hair to  
its original color, and I have not permanently so.

It had blown others to tell me I have for several years worn in the habit of using hair restoratives, and that I find no other remedy so satisfactory as your hair dressing. It entirely cleanses the scalp, and builds up the hair, and with one month's proper use will cause a person's hair to the original youthful color and to this without discoloring the hands that apply it, and dress on which it drops. I would therefore recommend to every one desirous of having a fine color of hair.

Respectfully yours,  
WILSON T. FORD

A gentleman of Boston writes to his friends in New York that he has used your hair dressing.

"You may inquire I would say that when I feel my hair falling out, I use your hair dressing."

was almost white, and had a few dark fleckings on the face and neck. It was very thin on the top of the head, but thick below and pulled out freely; but I found that before I met the second bottle up (which was eight weeks past) it was entirely changed to its original color, might have been now like the dandruff and quite thick. I have not had one or two or three times the change, and have not seen anything like white hair since. I have not seen it is now as thick as it ever was, and does not come out so thick. It has proved in my case all that I could wish of it.

Yours, &c., &c.,

July 1, 1854.

GRANDS, Me., June 20.

Mr. Dr. Dear Sir: I have used two bottles of Wood's Hair Restorative, and can truly say it is the best restorative of the hair.

Prof. Wood:—My hair commenced falling out four or five years since, and continued to do so until I was quite bald. I tried all the popular medicines of the day, but to no effect. At last I was induced to try your celebrated Hair Restorative, and am happy to say it has effected a cure. I have now a fine growth of young hair, and I can truly say that I am a convert. I cheerfully recommend the use of your Hair Restorative to all who are afflicted with falling hair.

A. C. SMITH, Prætor.

St. Louis, June 25.

Prof. Wood:—As you are about to prepare a new recently discovered Hair Restorative, and as I am your friend, I will state that my hair was, a month ago, very grey; and after using two bottles of your Hair Restorative, it assumed its original color, and my hair has grown again. I have a beautiful head, and I have been troubled with itching of the scalp. I am satisfied that who so ever uses it, it gives the appearance of having a beautiful head. I am prepared, therefore, to recommend it to all who are desirous of having a beautiful head.

I am, sir, very truly,  
Yours,  
H. L. STEWART.

Printed and sold at the City of St. Louis, Mo.

City, St. Louis, Mo., and 212 Broadway, New York.

A very liberal discount made to wholesale purchasers for sale in Milwaukee by S. JOHNSON.

In Chicago by Bay & Baskin, Penick & Robinson, or Polge, J. N., Reed & Co., and by Blair & Kell.

Also for sale, Prof. Allen's Original Sensitive Leaf and Vegetable Mosaic, Leafy, variegated, latter the other, or the money shall in every case be returned circular, to be had of all agents.

**DOCTOR HOOGLAND'S**  
**CELEBRATED**  
**German Bitter**

PREPARED BY  
DR. C. M. JACKSON, Philadelphia, Pa.  
WILL ESSENTIALLY CURE  
**LIVER COMPLAINT, DYSPEPSIA, JAUNDICE,**  
Chronic or Nervous Debility, Biliousness,  
Kidneys, and all diseases arising from a  
disordered Liver or Stomach.

Such  
as Constipation, Inward Piles,  
Fullness or Bloat to the  
Head, Acidity of the Stomach,  
Nausea, Heartburn, Disrust for Food,

heaves of weight in the stomach, Sour Eructations, Sickness or Fluttering at the Pit of the  
 Stomach, Swimming, or Buried in the Water,  
 difficult Breathing, Fluttering at the Heart, Chills  
 or sufficing sensations when in a lying posture, Loss  
 of Vision, Dots of webs before the Sight, Fever,  
 Dull Pain in the Head, Deficiency of Perspiration,  
 Yellowness of the Skin and  
 Eyes, Pains in the Neck, Chest,  
 Throat, Ac., Sudden Flashes of  
 Heat Burning in the Face,  
 Constant Imaginations  
 of Evil, and great  
 Depression of  
 Spirits.

The proprietor in calling the attention of the public to

This preparation, does so with a feeling of the utility  
in its virtues and adaptation to the disease  
which it is recommended.

It is a new and unrivaled article, one that has  
the test of a good preparation before the laity, and  
its reputation and sale is unrivaled by any  
preparations extant. The testimony in its favor is  
the most prominent and well known Physicians and  
individuals in all parts of the country is harmonious, and  
of persons of the Almanac, published annually by  
the State and to be found in every family, is  
not but satisfy the most skeptical, this is  
merely deserving the great celebrity it has obtained  
Principal office and Manufactory, No. 70 Arch  
Philadelphia, Pa.

Sold in Milwaukee by S. J. JONES, Jr. In Racine  
W. C. JONES.

**DR. WEAVER'S**  
**CANKER & SALT RHEUM SYRUP & CREAM**  
**IT IS AN UNDISPUTABLE FACT**  
that the above medicines are the only infallible re-  
new before the public for cutaneous Eruptions, Salt  
Eruptions, Scars, Legs, Ulcers, Old Sores, Scabs, Red-  
dened Scalps, Eruptions, etc.  
Cases that the most eminent Physicians have ad-  
vised of relieving, immediately yielded to their active  
and when used in accordance with the pre-  
scriptions which accompany each bottle, the Syrup & Cream

The Rev. Samuel Henry, of Palmer, Mass., says, have done me more good than all the other methods have used for Krysipelas."

Capt. William Fall, of the steamer Great State, says: "I have cured my daughter of Salt Rheum and Erysipelas in 10 days' standing. She was literally covered with sores; but now perfectly cured by the use of the Ointment and Cerate."

Dr. A. J. Johnson, of North Wardsboro, Vt., writes:

Neuralgic disease of the hip joint, and Scald Head and some child, have been cured by the Syrup and Cerate of Dr. J. C. Boller says "It has cured the Salt Rheum leg."

J. M. Auden Brainer says, "editor of the Somerset County Record, N. J., says 'my mother has been, today cured of a severe case of Tetter of long standing, she declared the skill of the best Physicians.'"

Hon. Geo. Leeds, of Rye Beach, Wis., Conn. says, "I am completely cured of Erysipelas, after a severe attack of the best Physicians in the County had pronounced the disease incurable, (at my age which was seventy years, but Weaver's Syrup and Cerate did the work once."

Eliza Latham, Esq. of Orient, Long Island, N. Y., writes to know how to express my gratitude to you for your medicine.

The Rev. J. S. Evans, of New London, says, I have the Syrup and Cerate in my family for more than a year, and I consider it completely adapted to maintain the regular action of the bowels, and I own that it need not number of cases for Salt Rheum and Arthritis, with the success.

Ask Beth Priebory, of Tamnton, Mass., what the Cerate will do; ask William Butler, of Three Mile Bay, Conn., N. Y., what the Syrup has done for him; ask G. C. Jones, of New York, what the Syrup has done for him.

Chicago, Ill. ask Martha Coates, of Martha's Vine-  
Mass; ask Wm P. Keables, or Wm P. Benjamin, New  
London; ask Dr. H. M. Murlack, of Pulaski;  
ask J. C. Smith, of Brooklyn N. Y., who was cured of  
Fula, after losing his leg by the disease, and suffering  
from it all his life, by the use of the Symp-  
Cerate; ask Curtis Burroughs, of New York;  
been cured of a severe case of Symp Rheum; ask Chas.  
of Hume, N. Y., what the Symp Cerate will do for  
leg; ask Winslow and Slater, Merchants, Virgi. N.  
what it will do for Fever Bites. In a word, ask every  
who has ever tried these wonderful Remedies, and  
you will all be the same.

Manufactured by E. A. Weaver & Co., Sole Proprietors  
New London, Ct. and for every where.

H. BOSWORTH & SONS,

Also by HARRY FARM, Jr. and GEORGE A. BROWN, Drug  
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**F. BROWN'S**  
**ESSENCE OF JAMAICA GINGER**

**THIS ESSENCE** is a preparation of unusual  
value. In ordinary diarrhoea, incipient cholera  
or in all cases of prostration of the digestive tract  
it is of inestimable value. During the prevalence  
of epidemic cholera and summer complaints of children, it

peculiarly efficacious; no family, individual, or tract  
should be without it.

CARMON.—Be sure to get the genuine essence, which  
is prepared by P. BROWN, at his Drug and Chemical Store,  
N. E. Corner of Fifth and Chestnut Streets, Philadelphia,  
and sold by all the respectable Apothecaries in  
the United States.

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House and **Lot** on Knapp near Milwaukee Street.

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 house and lot on Marshall near Lyon Street.  
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 lot on Marshall near Division Street.  
 on Elizabeth Street.  
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 several blocks on East Water Street.  
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 cheap. Enquire of  
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